

1\7

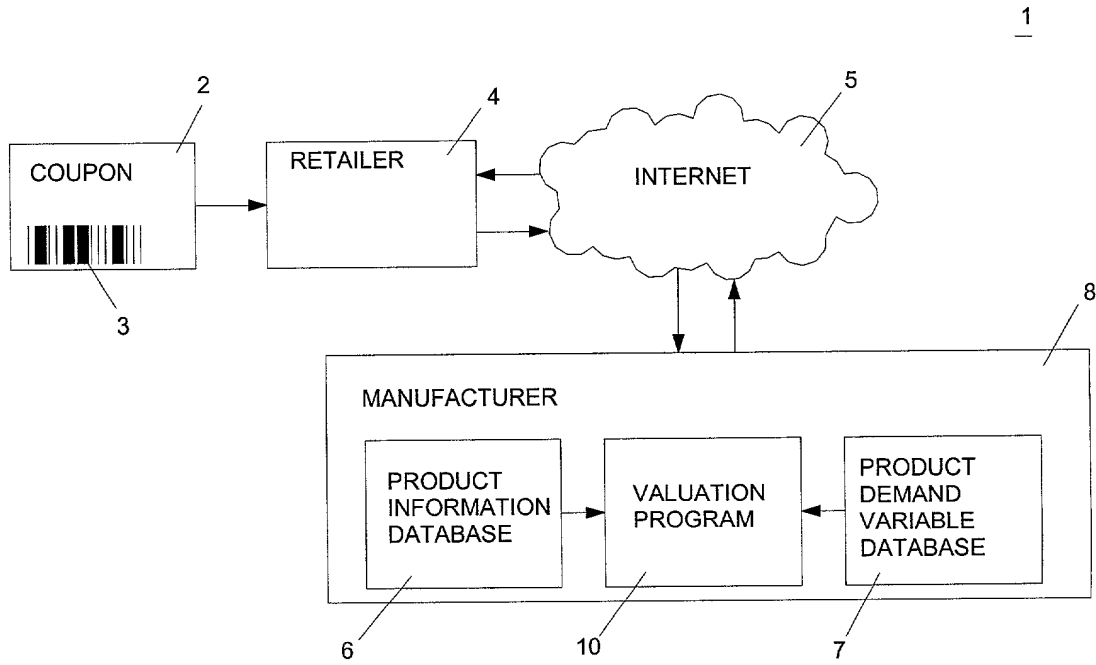


FIG. 1

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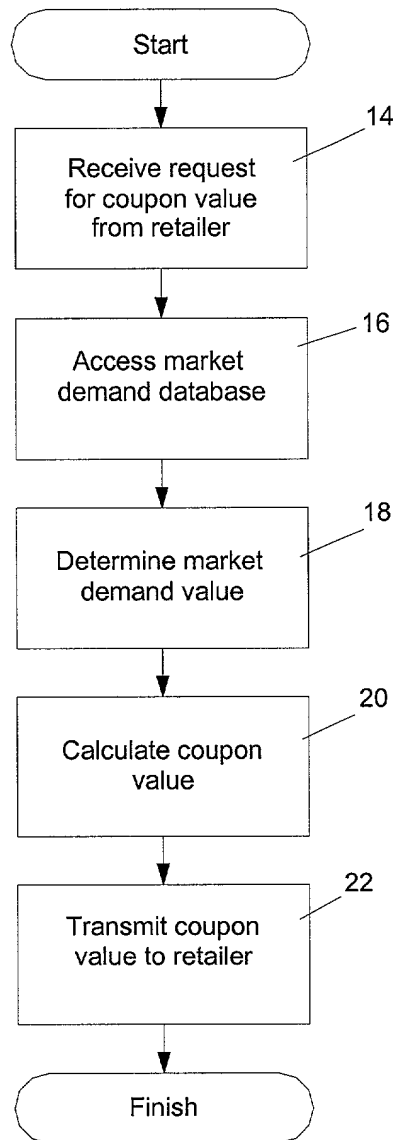


FIG. 2

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Product information database record		
Field 1	Inventory at retailer	26
Field 2	Minimum inventory	28
Field 3	Maximum inventory	30
Field 4	Sales rate	32
Field 5	Average age of inventory	34
Field 6	Maximum age of inventory	36
Field 7	Competitor #1 pricing	38
Field 8	Competitor #2 pricing	40
Field 9	Competitor #1 inventory	42
Field 10	Competitor #1 minimum inventory	44
Field 11	Competitor #1 maximum inventory	46
Field 12	Competitor #1 coupon value	48
Field 13	Competitor #2 inventory	50
Field 14	Competitor #2 minimum inventory	52
Field 15	Competitor #2 maximum inventory	54
Field 16	Competitor #2 coupon value	56
Field 17	Last years sales rate	58
Field 18	Last years plus 8 hours sales rate	60
Field 19	Economic indicators	62
Field 20	Maximum coupon value	64
Field 21	Minimum coupon value	66
Field 22	Minimum percent to be allocated to customer	68

FIG. 3

Product demand variables percentage database record		
Field 1	Inventory factor percentage	70
Field 2	Inventory age factor percentage	72
Field 3	Competitor #1 price factor percentage	74
Field 4	Competitor #1 inventory factor percentage	76
Field 5	Competitor #1 coupon value factor percentage	78
Field 6	Competitor #2 price factor percentage	80
Field 7	Competitor #2 inventory factor percentage	82
Field 8	Competitor #2 coupon value factor percentage	84
Field 9	Cyclical buying factor percentage	86
Field 10	Economic factor percentage	88

FIG. 4

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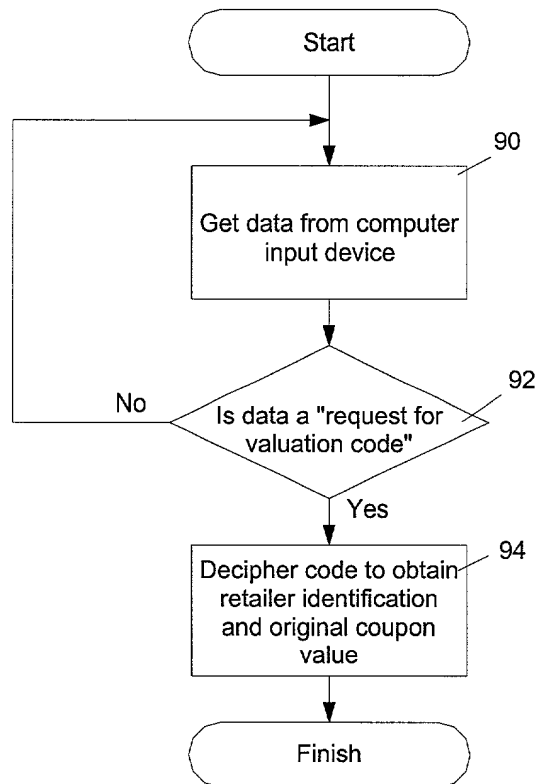


FIG. 5

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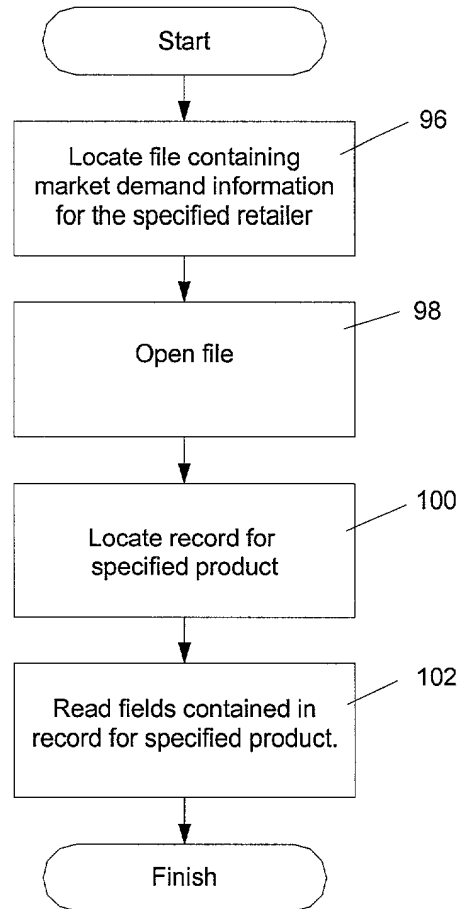


FIG. 6

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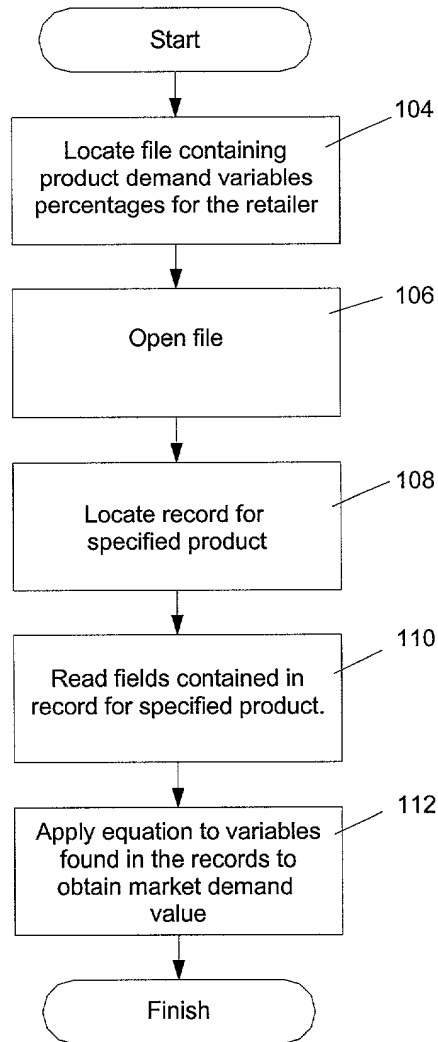


FIG. 7

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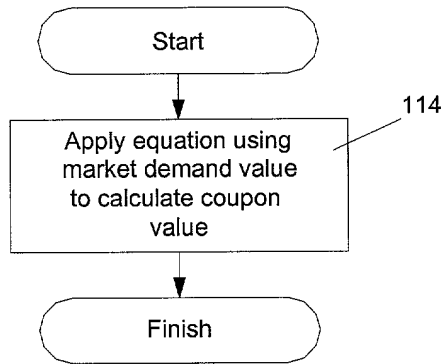


FIG. 8

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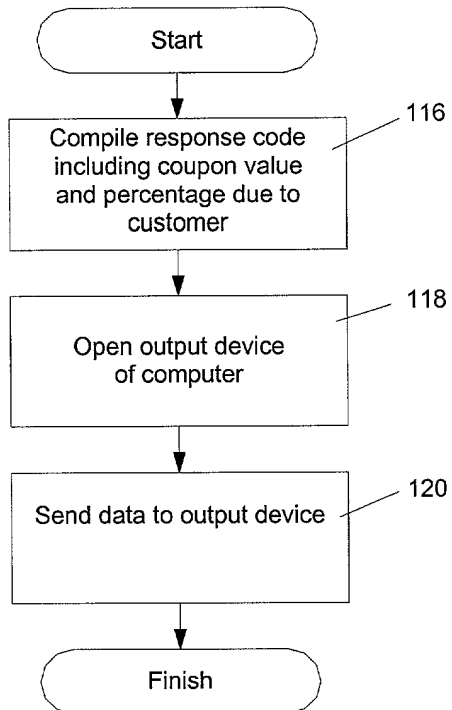


FIG. 9

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